

# AFRICAN ports revolution

17 - 18 October 2017 | Durban International Convention Centre, Durban, South Africa

Unlocking Africa's economic potential through port development and optimisation



## WHY ATTEND AFRICA'S MEGA TRANSPORT EVENT

1. Increase port throughput and efficiency
2. Exclusive networking and matchmaking
3. Prepare your ports and terminals for post-neo-panamax port requirements
4. Learn how to access emerging corridors
5. Prepare for the next wave of SMART technologies

EARN UP TO 2  
CPD POINTS  
ACCREDITED BY  
SAAMA

## OVER 12 AFRICAN COUNTRIES REPRESENTED. HEAR INSIGHTS FROM:



**The Honourable Joe Maswanganyi,**  
Minister, Department of Transport,  
South Africa



**The Honourable Rotimi Amaechi,**  
Minister of Transport,  
Federal Republic of Nigeria



**Nancy Karigithu,** Principal Secretary, State Department  
of Maritime & Shipping Affairs, Ministry of Transport,  
Infrastructure, Housing and Urban Development, Kenya



**Shulami Qalinge,** Chief Executive,  
Transnet National Ports Authority,  
South Africa

NEW  
IN 2017

## FOCUS ON PORT FINANCE AND INVESTMENT

Learn how ports can generate new revenue streams arising out of the commercial opportunities created by industrial development zones, economic free zones, port concessions and more.

- Dedicated conference session: Outlook for the port and terminals finance market in Africa
- Finance and Investment Workshop hosted by the Development Bank of Southern Africa
- Breakfast infrastructure session: Designing and constructing future ports in Africa

## THREE EVENTS UNDER ONE ROOF!



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Host city



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Gold sponsors



Silver sponsors



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# Unlocking Africa's economic potential through port development and optimisation

“ On behalf of EThekweni Municipality, I extend a warm welcome to delegates attending the Africa Ports Evolution 2017. Hosting an event of this magnitude forms an integral part of our strategy to promote our City as an aspiring Smart Port City and a leading tourist and events destination of choice. ”

Her Worship the Mayor of eThekweni Municipality, Cllr Zandile Gumede



**Welcome to the 6th annual African Ports Evolution, proudly supported by PMAESA**

On behalf of the Port Management Association of Eastern & Southern Africa (PMAESA), I would like to welcome all the African ports and transport stakeholders to Durban, South Africa, to attend the African Ports Evolution, the forum designed to offer solutions to Africa's transport challenges.

Africa's dynamic marketplace, agility and innovation will see how the transport industry plans to adapt to new trends and leverage off regional and international best-practices to create an enabling environment for trade and regional integration.

This year bears witness yet again to the resilience of Africa's transport players and the innovative ways that infrastructure projects are being implemented.

It is my strong belief that through this initiative we will take great strides together towards the end goal of interconnected transport infrastructure that will see African citizens prosper as we facilitate enhanced trade connections across Africa.

I wish you all productive deliberations.

**Nozipho Mdawe**  
Secretary General, PMAESA



“ African Ports Evolution is part of Transport Week, and has been strategically designed to co-locate with African Rail Evolution and Exporters Week to ensure that all the most important transport stakeholders are under the same roof for two full days - networking, learning and benchmarking. ”

Our Keynote chairperson, Victor Kgomoeswana, famously coined the phrase, "Africa is Open for Business" and so we invite you to join us at African Ports Evolution, a forum designed to service the maritime industry and enable trade facilitation so that business can thrive on the continent. We encourage you to make the most of the fantastic networking and tailored match-making opportunities we have orchestrated to ensure you meet all the right people at this mega event. ”

Nevenka Ristic  
Executive Director: Transport Portfolio, Hypenica



## What to expect?



**2 000+**  
Attendees



**200+**  
High-level conference delegates



**100+**  
Exhibition companies on expo floor



**30+**  
Visionary speakers



**25+**  
Countries represented



**20+**  
Hours of networking opportunities

## Who should attend?

- Ports authorities
- Terminal operators
- Government agencies and ministries
- Revenue authorities
- Logistics
- Freight forwarders
- Shipping lines
- Bulk exporters and users of ports
- Finance and investment organisations
- Research and development agencies
- Industry associations
- EPCs
- Suppliers of products and services to the sector

## CPD Accreditation



The Southern African Asset Management Association certifies that the event is registered with the Engineering Council of South Africa. Professional registered engineers receive up to 2 CPD points awarded based upon attendance.

# Advisory Board 2017

Meet the 2017 Advisory Board members who have been Brand Ambassadors for the 6th annual African Ports Evolution initiative and through their tutelage have assisted in directing and formulating the conference programme.



**Andrew Robinson**

Director: Head of Transport for Africa  
Norton Rose Fulbright  
South Africa



**Andrew Pike**

Sector Head Ports Terminals and Logistic Corridors  
Bowmans  
South Africa



**Argent Chuula**

CEO, Alliance for Commodity Trade in Eastern  
& Southern Africa, COMESA  
Zambia



**Barbara Mommen**

CEO  
Maputo Corridor Logistics Initiative (MCLI)  
South Africa



**Benedicta Mahlangu**

Executive: Ease of doing Business  
Saldanha Bay Industrial Development Zone  
South Africa



**Catherine Larkin**

Executive Director, Chartered Institute of  
Logistics and Transport: South Africa (CILTSA)  
South Africa



**Clayton Naidoo**

Head of Public Sector  
Cisco  
South Africa



**Daniel Nzeki**

CEO  
Container Freight Stations Association of Kenya  
Kenya



**Deanne de Vries**

Senior Vice President  
Agility Africa  
Mozambique



**Denis Muganga**

Chief Planning Economist  
Kenya Ports Authority  
Kenya



**Ed Stumpf**

Investment Director  
African Infrastructure Investment Managers  
South Africa



**John Omingo**

Head of Commercial Shipping  
Kenya Maritime Authority  
Kenya



**Karl Socikwa**

CEO  
Sanlam Sky  
South Africa



**Lebo Letsoalo**

Chairperson, Southern African Shippers  
Transport and Logistics Council  
South Africa



**Maoto Molefane**

Director: Special Economic Zone Policy and  
Planning, Department of Trade and Industry (DTI)  
South Africa



**Motsatsi Phyllis Difeto**

Chief Operating Officer  
Transnet National Ports Authority  
South Africa



**Niall Kramer**

CEO  
SAOGA  
South Africa



**Nozipho Mdawe**

Secretary General, Ports Management Association  
of Eastern and Southern Africa (PMAESA)  
Kenya



**Osorio Lucas**

CEO  
Maputo Port Development Company  
Mozambique



**Paul Sessions**

Transport Economist: Strategic Transport Planning  
Durban City Office: eThekweni Transport Authority  
South Africa



**Prof. Trevor Jones**

Head of Maritime Law & Maritime Studies  
University of Kwa-Zulu Natal  
South Africa



**De Buys Scott**

Head of Infrastructure  
KPMG  
South Africa



**Seison Reddy**

Manager: Infrastructure Financing  
DBSA  
South Africa



**Sobantu Tilayi**

CEO  
South African Maritime Safety Authority  
South Africa



**Sylvester Kasuku**

Director General /CEO, LAPSET Corridor  
Development Authority  
Kenya



**Thabadiawa Mufamadi**

Chairman  
Ports Regulator of South Africa  
South Africa



**William Petty**

Head - Regional Committee for Africa  
International Road Transport Union (IRU)  
Switzerland

**Seats are limited, so book yours today!**

Contact our team to register: +27 87 890 0898



**Thando Manona:**

[thando.manona@portsevolution.com](mailto:thando.manona@portsevolution.com)

# Stats and facts

## Week at a glance

### Monday, 16 October 2017

 <b>TIKZN Export Week</b>	 <b>African Ports Evolution African Rail Evolution</b>
<ul style="list-style-type: none"> <li>Export Week Summit Day 1: Keynote and Summit</li> <li>Export Week networking reception</li> <li>Opening of the Expo</li> </ul>	<ul style="list-style-type: none"> <li>Expo build</li> </ul>

### Tuesday 17 October 2017

<ul style="list-style-type: none"> <li>Export Week Summit Day 2: Summit</li> <li>Expo opens</li> </ul>	<ul style="list-style-type: none"> <li>Joint opening keynote and conference sessions</li> <li>Expo opens</li> <li>Free workshops on the expo floor</li> <li>DBSA finance workshop</li> <li>Networking cocktail function</li> </ul>
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### Wednesday 18 October 2017

<ul style="list-style-type: none"> <li>Seminar: Export Essentials</li> </ul>	<ul style="list-style-type: none"> <li>Breakfast port infrastructure smart session</li> <li>Conference sessions</li> <li>Expo</li> <li>Joint closing keynote session</li> <li>Port Tour (by invitation only)</li> </ul>
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### Thursday 19 October 2017

<ul style="list-style-type: none"> <li>Master Class</li> <li>Exporter of the Year award</li> </ul>	
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### Friday 20 October 2017

<ul style="list-style-type: none"> <li>Annual KZN Export Golf Challenge</li> </ul>	
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## Countries attending:

 Angola	 Botswana	 Kenya	 Mozambique
 Namibia	 Switzerland	 Tanzania	 Tunisia
 Uganda	 UAE	 USA	 Zambia

## Who you will meet?

The following companies intend to be there in 2017. Make sure you are too!

### PORTS AND MARITIME AUTHORITIES:

- Autoridade Portuaria de Cabinda
- Cornelder de Mocambique S.A.
- Djibouti Ports and Free Zone Authority
- Kenya Ports Authority
- Kenya Maritime Authority
- Maputo Port Development Company
- Nampont
- Transnet National Ports Authority

### TERMINAL OPERATORS:

- Mozambique STEMA (Matola Silos and Grain Terminal)
- Tanzania International Container Terminal Services Ltd (TICTS)
- Terminais Do Norte, SA / Portos do Norte, SA

### AFRICAN MINISTRIES:

- Kenyan Ministry of Transport, Infrastructure, Housing and Urban Development
- Mozambique Ministry of Transport & Communications
- South African Ministry of Transport
- South African Ministry of Environmental Affairs
- South African Ministry of Trade and Industry
- Ugandan Ministry of Works & Transport

### BANKS AND INVESTORS:

- Development Bank of Southern Africa
- Standard Chartered Bank
- Standard Bank
- African Infrastructure Investment Managers (AIIM)

### LAW FIRMS

- Norton Rose Fulbright South Africa Inc
- Bowmans
- AMERELLER
- Shepstone & Wylie Attorneys

AND MANY MORE...

## FREE EXPO ENTRY!



### EXPO HOURS

Tuesday 17 October 2017  
09:30 - 16:30

Wednesday 18 October 2017  
09:30 - 16:30

### FREE TO ATTEND: Finance and Investment Workshop hosted by DBSA on expo floor



Key considerations when accessing funding to fund Infrastructure Projects within the Port and Rail sectors  
Seison Reddy, Manager Infrastructure Finance & Private Equity, Development Bank of Southern Africa (DBSA), South Africa

Visit [www.portsevolution.com/visit](http://www.portsevolution.com/visit) use code BR2017 and get free expo entry today!

**LIMITED SEATS:**  
Only 70 private and  
130 public sector  
delegates seats still  
available on a first  
come first served basis!  
Book yours today!

# Conference programme

Day 1: Tuesday 17 October 2017

## JOINT OPENING KEYNOTE PLENARY SESSION 1.0.1

### Implementing trans-African transport corridors

Chairperson: *Victor Kgomoewana, Author and African Business Specialist, South Africa*



09:30 Tea and coffee served

09:40 **Africa is open for business**

*Victor Kgomoewana, Author and African Business Specialist, South Africa*

10:00 **Ministerial Address**

*Honourable Joe Maswanganyi, Minister, Department of Transport, South Africa*

10:20 **Ministerial Address**

*Honourable Chibuiki Amaechi, Minister, Federal Ministry of Transportation, Nigeria*

10:40 **Topic to be advised**

*Mogokare Richard Seleke, Director-General, Department of Public Enterprises, South Africa*

11:00 **Panel Discussion: Enhancing regional connectivity – multi-modal integration to drive development in Africa**

- Upgrading regional corridors and evaluating the obstacles facing integrated transport systems
- Improving infrastructure conditions for efficiency in logistics while reducing costs
- Capacity building for intra-African trade, asset management and shared asset utilisation
- How can African ports and corridors remain competitive but still leverage off regional port collaboration?

**Panellists:**

- *Nancy Karigithu, Principal Secretary, Shipping and Maritime Affairs, Ministry of Transport, Infrastructure, Housing and Urban Development, Kenya*
- *Apollo Kashanku, Principal Transport Economist, Ministry of Works & Transport, Uganda*
- *Sipho Khumalo, CEO, Cross-Border Road Transport Agency (C-BRTA), South Africa*
- *Nozipho Mdawe, Secretary General, PMAESA, Kenya*
- *William Petty, Regional Director – Africa, IRU (International Road Transport Union), Switzerland*
- *Shulami Qalinge, CEO, Transnet National Ports Authority (TNPA), South Africa*
- *Johny Smith, CEO, Walvis Bay Corridor Group, Namibia*
- *Senior representative, Development Bank of South Africa (DBSA), South Africa*

12:00 **Networking and matchmaking session on the exhibition floor**

13:00 **Lunch**



“ The exhibition also provided a great opportunity to learn about the different role-players in this industry and broaden my understanding of all the elements in the supply chain for ports development. It was overall a valuable experience. ”

Melinda Swift, Specialist Advisor: Oceans Economy Secretariat – Operation Phakisa, Department of Environmental Affairs, South Africa

## NETWORKING RECEPTION

*Opened by Her Worship the Mayor of eThekweni Municipality, Cllr Zandile Gumede*

Hosted by



**Date: 17 October 2017**

**Time: 18:00**

**Venue: Expo floor**

Join us for unprecedented networking with your peers and partners at the networking reception.



## KEYNOTE SPEAKERS



**The Honourable Joe Maswanganyi,**  
Minister,  
Department of Transport,  
South Africa



**Victor Kgomoewana,**  
Author and African Business Specialist,  
South Africa



**Nancy Karigithu,**  
Principal Secretary, State Department of Maritime & Shipping Affairs, Ministry of Transport, Infrastructure, Housing and Urban Development, Kenya



**Apollo Kashanku,**  
Principal Transport Economist,  
Ministry of Works & Transport,  
Uganda



**Nozipho Mdawe**  
Secretary General,  
PMAESA,  
Kenya



**William Petty**  
Head - Regional Committee for Africa  
International Road Transport Union (IRU)  
Switzerland



**Sipho Khumalo**  
CEO,  
Cross-Border Road Transport Agency  
South Africa

# Conference programme

## Day 1: Tuesday 17 October 2017



### SESSION 1.2.2 Overview of current and future African port projects

**Chairperson:** *Motsatsi Phyllis Difeto, Chief Operating Officer, Transnet National Ports Authority, South Africa*

#### 14:00 The future of African ports: a strategic roadmap of Africa's port development

- Get updates on how US \$27.5 billion is being invested into major port expansion projects in more than 5 African countries
- A snapshot of developments underway at key ports in Uganda, Kenya, Tanzania, Mozambique, Djibouti and more
- Inside access to growth predictions over the next 5 years, current and future project developments and basic port information including port owners/operators and top five products that are imported and exported

#### Spotlight on Uganda: Bukasa inland port project

*Apollo Kashanku, Principal Transport Economist, Ministry of Works & Transport, Uganda*

#### Spotlight on Kenya: Lamu Port Project

*Senior representative, Kenya Ports Authority, Kenya*

#### Spotlight on South Africa: Durban cruise terminal developments

*Lauriette Sesoko, General Manager: Commercial and Marketing, Transnet National Ports Authority, South Africa*

#### Spotlight on Tanzania: Boosting container terminal capacity

*Jared Zerbe, CEO, Tanzania International Container Service, Tanzania*

#### Spotlight on Mozambique: Overview of current and future port projects at Port of Nacala

*Fernando Amado Leite Couto, CEO, Portos do Norte, Mozambique*

#### Spotlight on Djibouti: Developing the largest free zone in Africa

*Aboubakar Omar Hadi, Chairman, Djibouti Ports and Free Zone Authority, Djibouti*

#### Spotlight on Mozambique: Developments at the Port of Maputo

*Paulo Mata, Projects Executive Director, Maputo Port Development Company (MPDC), Mozambique*

#### 15:10 Growing African ports and corridors

*Erik Kok, CEO, African Ports & Corridors [APCH], Mauritius*

#### 15:20 Assessing the impact of Durban port terminal development on cross border traffic flows moving along North South Corridor

*Bevuya Mdlankomo, Researcher: Corridor Assessment and Strategic Analysis, Cross Border Road Transport Agency, South Africa*

#### 15:30 Refreshment break



### SESSION 1.2.3 Outlook for the port and terminals finance market in Africa

**Chairperson:** *Motsatsi Phyllis Difeto, Chief Operating Officer, Transnet National Ports Authority, South Africa*

Session sponsor



#### 16:00 Key considerations when accessing funding for infrastructure projects within the port and rail sectors

*Seison Reddy, Manager Infrastructure Finance & Private Equity, Development Bank of Southern Africa (DBSA), South Africa*

#### 16:10 Kenya Ports Authority case study: Port sector infrastructure public private partnerships in Kenya

*Denis Muganga, Principal Economist, Kenya Ports Authority, Kenya*

#### 16:20 Funding strategies for port and rail infrastructure based on an Own-Operate-Transfer model

*Jaz Vanmali, Head: Construction and Cement Sector, Standard Bank, South Africa*

#### 16:30 The South African Oceans Economy value proposition, working through investment South Africa's one-stop-shop

*Cobs Pillay, Deputy Director: Green Economy, Department of Trade and Industry, South Africa*

#### 16:50 Panel Discussion: What are the optimal PPP and concession models to drive investment into port development?

- Restructuring of ports for improved investment
- Enabling factors and pitfalls for PPP investment
- Strengthening the level of trust between government and the private sector
- Optimal allocation between public and private risk/responsibilities
- The better the PPP structure, the more value there is to divide

**Moderator:** *Ed Stumpf, Investment Director, African Infrastructure Investment Managers (AIIM), South Africa*

#### Panellists:

- *Andrew Pike, Head of Ports, Terminals and Logistics Corridors Sector, Bowmans, South Africa*
- *Chidi Izuwah, Acting Director General/CEO, THE PRESIDENCY: Infrastructure Concession Regulatory Commission, Nigeria*
- *Denis Muganga, Principal Economist, Kenya Ports Authority, Kenya*
- *Fernando Amado Leite Couto, CEO, Portos do Norte, SA, Mozambique*
- *Jaz Vanmali, Head: Construction and Cement Sector, Standard Bank, South Africa*
- *Jared H. Zerbe, CEO, Tanzania International Container Terminal Services Ltd (TICTS), Tanzania*
- *Mohammed Abdool, Chief Financial Officer, Transnet National Ports Authority, South Africa*
- *Seison Reddy, Manager Infrastructure Finance & Private Equity, Development Bank of Southern Africa (DBSA), South Africa*



#### 17:30 Closing remarks

#### 18:00 Networking reception

*Opened by Her Worship the Mayor of eThekweni Municipality, Cllr Zandile Gumede*

Hosted by



**LIMITED SEATS:**  
 Only 70 private and  
 130 public sector  
 delegates seats still  
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# Conference programme

## Day 2: Wednesday 18 October 2017

### 08:00 Breakfast infrastructure smart session: Designing and constructing future ports in Africa

With Africa's overall port utilisation capacity exceeding 70%, ports authorities and terminal operators are actively calling for partners in development to equip Africa's ports and harbours for post-neo-panamax shipping requirements to boost intra-African trade, reduce port congestion, increase port connectivity and throughput and accommodate the next generation of ships being developed around the world in the wake of the latest Panama Canal upgrade and expansion. For any expansion to occur, ports must regularly update their masterplan and conduct a detailed analysis of market projections and financial capacity. This session explores infrastructure requirements for African ports and unpacks best practices from PortMiami for sustainable port development and expansion with emphasis on the latest technologies available to drive sustainable construction, interoperability of systems, port efficiency and optimisation.

#### PortMiami case study: Long-term investments result in adequate benefits

- Learn about forecasts laid out in PortMiami's 2035 Master Plan
- Understand recent markets trends for both cruise and cargo industries and how these should influence your port's future development plans

Gerard Philippeaux Strategic Initiatives Manager, PortMiami, USA



### SESSION 2.2.1 Benefits of creating a sustainable Port-City-Nexus

Chairperson: Andrew Robinson, Director, Norton Rose Fulbright South Africa Inc, South Africa

#### 09:30 The Comprehensive Maritime Transport Policy for South Africa

Dumisani Ntuli, Acting Chief Director Maritime Policy and Legislation, Department of Transport, South Africa

#### 09:40 Free zones: The secret ingredient for the economic growth of regional hub cities

Christopher Gunson, Partner, AMERELLER, United Arab Emirates

#### 09:50 Sustainable ports in africa: An integrated "Building with Nature" approach to co-create value at the port-city nexus

Jill Slinger, University Professor of Environmental Systems Engineering, Delft University of Technology, The Netherlands

#### 10:00 What's good for the port is good for the community

Gerard Philippeaux, Strategic Initiatives Manager, PortMiami, USA

#### 10:10 Compliance and enforcement in environmental legislation in the port environment

Masiko Buthelezi, Manager CITES Office -OR Tambo International Airport, Department of Environmental Affairs, South Africa

#### 10:20 Understanding the benefits of a Port-City-Nexus: why ports should create reciprocal synergies within their surrounding communities

- Developing 'free zones' to enable trade facilitation and turning environmental impact challenges into opportunities
- Driving the 'Green Port Agenda' to conserve the environment, improve health and safety of their staff, customers, marine life and surrounding communities
- Integrating ports into local society and businesses to alleviate congestion and increase local port connectivity

Moderator: Daniel Nzeki, CEO, Container Freight Stations Association of Kenya, Kenya

#### Panellists:

- Aboubakar Omar Hadi, Chairman, Djibouti Ports and Free Zone Authority, Djibouti
- Denis Muganga, Chief Planning Economist, Kenya Ports Authority, Kenya
- Hamilton Nxumalo, General Manager, Infrastructure and Port Planning, Transnet National Ports Authority, South Africa
- Masiko Buthelezi, Manager CITES Office -OR Tambo International Airport, Department of Environmental Affairs, South Africa



#### 11:00 Refreshment break

### SESSION 2.2.2 - Using technology to drive port efficiency, optimisation and cost control

Chairperson: Andrew Robinson, Director, Norton Rose Fulbright South Africa Inc, South Africa

Session sponsor



#### 11:30 Case study

Senior representative, SAP, South Africa

#### 11:50 Driving the Smart People's Ports project

Mmutle Lentle, Chief Information Officer, Transnet National Ports Authority, South Africa

#### 12:00 Integrated Management System implementation

Mari Pennanen, Chief Business Development Officer, DSM Corridor Group Ltd, Tanzania

#### 12:10 Imported Goods: The Price Reference Tool Dilemma - Delays in the Clearance of Goods, Higher Trade Cost and Losses In Profits

Zama Mgwedli, Partner in the Customs & Excise team, Shepstone & Wylie Attorneys, South Africa

#### 12:20 Audience Q&A session:

- Mmutle Lentle, Chief Information Officer, Transnet National Ports Authority, South Africa
- Mari Pennanen, Chief Business Development Officer, DSM Corridor Group Ltd, Tanzania
- Zama Mgwedli, Partner in the Customs & Excise team, Shepstone & Wylie Attorneys, South Africa



#### 13:00 Networking and matchmaking on the exhibition floor

#### 14:00 Lunch

# Conference programme

## Day 2: Wednesday 18 October 2017

**LIMITED SEATS:**  
Only 70 private and 130 public sector delegates seats still available on a first come first served basis!  
Book yours today!

### JOINT CLOSING KEYNOTE SESSION 2.0.3

**Chairperson:** Senior representative, Development Bank of Southern Africa (DBSA), South Africa



**15:00** Panel Discussion: Chairman feedback, action points and highlights from African Ports Evolution and African Rail Evolution Forums

**Panellists:**

- Phyllis Motsatsi Difeto, Chief Operating Officer, Transnet Port Authority, South Africa
- Renaire Huntley, Executive: Strategy & Business Development, Rail Safety Regulator, South Africa
- Brian Monakali, Chairman, South African Heavy Haul Association (SAHHA), South Africa
- Andrew Robinson, Director, Norton Rose Fulbright South Africa Inc., South Africa



**16:30** Closing remarks and close of forum

Visit [www.portsevolution.com](http://www.portsevolution.com) for programme updates



## Public Sector Invitation

### The BEST way to participate and SAVE!

This programme places ports and government officials at the center of the African Ports Evolution forum. It allows a team of representatives to attend together with a host of additional privileges enabling them to network with peers and meet with the supplier market.

From lunches and refreshment breaks to organised networking receptions and matchmaking - ports and government officials will have the opportunity to network and engage meaningfully with their peers from Africa and senior executives globally.



### Benefits include:

- Complimentary attendance for a senior official: DG/C-level/Director level
- 5 x full two day conference passes for named representatives from the organisation
- Access to co-located events: African Rail Evolution and Export Week
- Tailored matchmaking with peers and delegates
- Assistance with travel arrangements
- Branding and recognition on pre-event / onsite and post event collateral including programme brochure; onsite show guide; event website and onsite signage

Total saving of almost R2000

**Request an application today!**

Investment: R10 000 (excl. VAT)

Only 7 packages available on a first come first served basis!  
Request the Partner Programme application from

**Thando Manona:**

[thando.manona@portsevolution.com](mailto:thando.manona@portsevolution.com)



# Sponsorship and exhibition opportunities

## Why sponsor / exhibit?

- **Meet with the correct audience:** Connect with hundreds of senior decision makers from African ports authorities and terminal operators who are seeking capital, expertise and services for their port development, upgrade and / or maintenance projects
- **Learn about new opportunities in ports expansion:** Focused sessions on restructuring logistics networks, improving capacity constraints at port terminals and more brings you insider access to Africa's transport infrastructure development pipeline and post-neo-panamax port requirements
- **Be seen as a thought leader:** Position your company as a prestigious expert for African maritime development by sharing best practices or thought leadership through the distribution of white papers to our dedicated database of over 10 000 African contacts or through innovative content delivery at the event
- **Help shape the future:** Influence policy and development while engaging with Africa's top maritime leaders at the only pan-African forum that will showcase the latest port developments and key strategies to maximise the efficiency of Africa's regional ports

**70% OF THE SPACE ALREADY SOLD!**

**Secure your space today!**

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Sponsorship packages are 100% customised for your business needs and are designed to maximise your commercial success at the event.

✉ **Carly Pols**  
carly.pols@portsevolution.com

✉ **Bethwell Mnyamana**  
bethwell.mnyamana@portsevolution.com

## Who should exhibit / sponsor?

**This is a unique platform for suppliers to showcase their expertise. Organisations that could benefit from exhibiting or sponsoring include:**

- ✉ Marine engineering companies
- ✉ Dredging companies
- ✉ Logistics companies
- ✉ Suppliers of large ports and maritime equipment
- ✉ Maritime attorneys
- ✉ Environmental consultants
- ✉ Marine insurers
- ✉ Suppliers of underwater construction materials
- ✉ EPC's

“ **Well organised, good for business and networking. Got some business.** ”

Plasser South Africa - Yaseem Scott



**The marketing plan includes a direct investment of over R1 000 000 as well as a partnership driven marketing plan which will deliver additional exposure**

### Exhibitor marketing support programme

A FREE marketing service is on offer for sponsors and exhibitors! This programme is designed to ensure that our partners get the most from the event. The more you promote and organise your participation, the more business you can expect to generate!

### Marketing and social media

The Transport Week marketing plan makes provision for intensive PR and Marketing, during all phases of the expo, both locally and globally. This gives sponsors year-round marketing exposure as well as valuable press opportunities during the event.

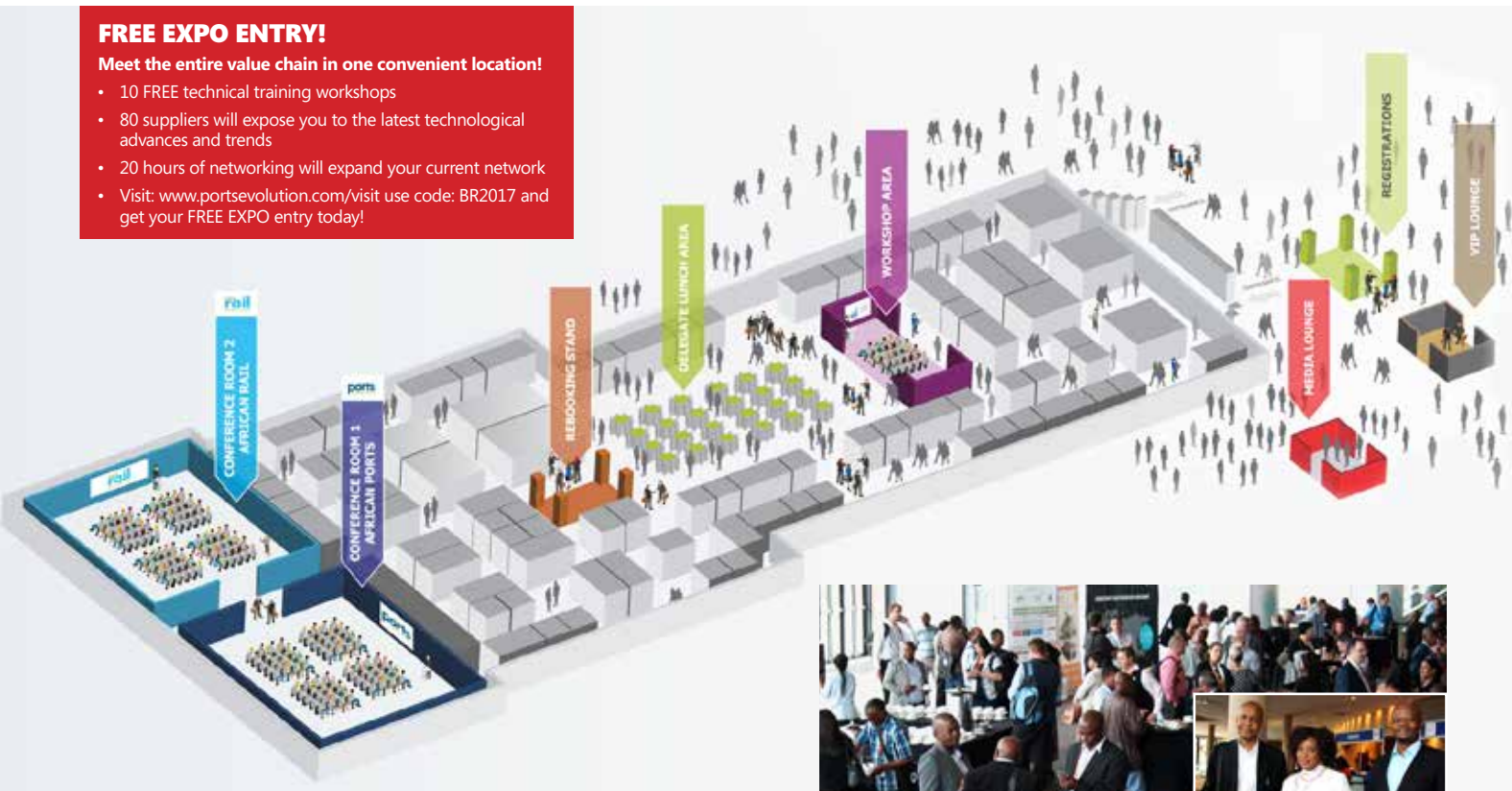
# Expo

This is a unique platform to meet the most influential suppliers who will present their products and services

## FREE EXPO ENTRY!

Meet the entire value chain in one convenient location!

- 10 FREE technical training workshops
- 80 suppliers will expose you to the latest technological advances and trends
- 20 hours of networking will expand your current network
- Visit: [www.portsevolution.com/visit](http://www.portsevolution.com/visit) use code: BR2017 and get your FREE EXPO entry today!



## Some of the companies showcasing at Transport Week include:

3S Media  
AB Logistics  
Access Africa  
Aecom  
African Agri Council  
African Business Central  
AfricaEngineer  
AfriRail  
African Ports & Corridor Holdings  
Alcatel-Lucent Enterprise  
AMET University  
Ares Project Management  
Azon Rail  
Bentley Systems  
Black Business Quarterly  
BtoBrail.com  
Cape Business News  
Covenant Logistics  
Development Bank of Southern Africa  
Department of Environmental Affairs  
Department of Trade & Industry  
Durban Chamber of Commerce & Industry

Duxbury Networking  
Ethekweni Municipality  
Export Credit Insurance Corporation  
Hypenica  
Freyssinet  
Future Rail  
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Maputo Corridor Logistics Initiative  
Marine Navigation Systems  
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